

DEVELOPMENT INNOVATION VENTURES

WHO WE ARE

Development Innovation Ventures is an open competition supporting breakthrough solutions to development challenges around the world. We look for interventions that could change millions of lives at a fraction of the usual cost.

WHAT WE CARE ABOUT



Cost-Effectiveness

We seek solutions with the potential to deliver more impacts per dollar than traditional alternatives



Rigorous Testing

We emphasize assessment of social impacts to evaluate what is working, or to find out what is not



Pathways to Scale

We expect solutions to grow via the private or public sector without long-term DIV support

HOW DIV WORKS

The power of open innovation

We believe that transformative development solutions can come from anyone, anywhere in the world, so we hold a year-round, open call for ideas. We support interventions in any sector, and in nearly any country.

Harnessing your ideas

Our competition is open year-round. Apply with your ideas by submitting a short Letter of Interest summarizing your solution. If your proposal meets our selection criteria and the DIV pillars of cost-effectiveness, evidence, and scale, we will ask you to submit a Full Application for final selection.

What we can do together

We award grant financing to winners in three distinct stages of financing. Funding ranges from under \$100,000 to \$15 million, and is based on where a project is in its development and to what extent you have previously gathered evidence of success. Our goal is to work together in order to maximize impacts, lower costs, and bring successful solutions to scale.

Development Innovation Ventures

turning bright ideas into global solutions



DEVELOPMENT INNOVATION VENTURES IN ACTION



Evidence Action: Bringing Safe Water to Scale



\$5.5 million | Stage 3: Widespread Implementation | Water, Sanitation, Hygiene | Kenya, Uganda

Diarrheal disease, a leading cause of death for children under 5, often results from contaminated drinking water. It is responsible for nearly 1 million deaths per year in that age group alone. Solutions such as costly water pipeline systems face re-contamination issues. Chlorine keeps water purified for a minimum of 24 hours, but use of chlorine as a solution remains low. Using randomized control trials, the Dispensers for Safe Water (DSW) rigorously evaluated ways to increase uptake by adjusting the way chlorine is delivered with dispensers. Taking the most promising methods from these trials, DSW is scaling their approach to provide access to clean water to 5 million people over 3 years in Kenya, Uganda, and beyond.

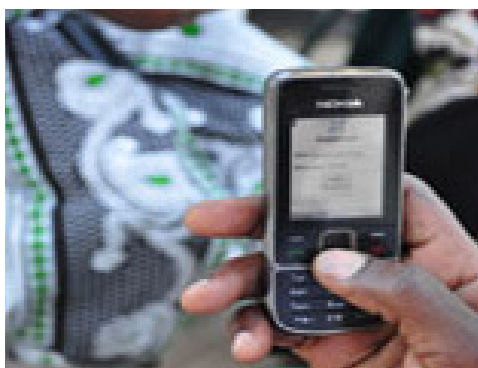


Biolite: Bringing Efficiency to Cookstoves



\$897,324 | Stage 2: Testing at Scale | India

Despite the discomfort and dangers of sustained exposure to smoke, 3 billion people around the world cook on open fires. Illness related to breathing smoke results in over 2 million deaths per year. The HomeStove by BioLite offers an alternative, reducing the amount of firewood required by families and cutting toxic pollutants by 95 percent —nearly 10 times more than other available improved cook stoves. As an added incentive for potential consumers, the HomeStove uses excess energy produced during the cooking process to power a USB charger for cellphones and other small electrical devices. Biolite and Greenlight Planet are conducting a randomized control trial with the support of researchers to evaluate how different financing mechanisms expand access to the HomeStove and whether the stove leads to improvements in wellbeing.



Dimagi: Scaling CommCare to Deliver Community Impact



\$99,624 | Stage 1: Proof of Concept | Global Health | India
\$996,424 | Stage 2: Testing at Scale | Global Health | India

After a successful launch as a Stage 1 project, Dimagi's CommCare is poised to expand. CommCare technologies provide mobile tools for community health workers (CHW) encouraging them to enroll all eligible clients, to conduct more timely visits to patients, and to correctly follow procedures and clinical protocols. CommCare also offers its government and health NGO clients a radically new monitoring tool that collects actionable data for performance improvement. Dimagi's objective is to ensure that beneficiaries, CHWs, and managers all have the right information, at the right time, in the right place.



Mera Gao Power: A Bright Answer to Power in Rural India



\$300,000 | Stage 2: Testing at Scale | Energy | India

Mera Gao Power (MGP) has designed a solar-powered, village-level microgrid to provide electricity to off-grid villages in India. Through the microgrid model, renewable power is generated by solar panels and stored in battery banks that charge during the day and are discharged at night. DIV provided Stage 2 funding for MGP to establish its first commercial microgrids. Using DIV funding, MGP was able to improve the cost-effectiveness of its microgrid design, reducing the cost of a microgrid capable of providing power to 50 homes from \$3,000 to \$1,000. In February 2013, MGP secured equity financing from Inceptor Management, an impact investment firm that provided funds for expansion into Southeast Asia.

DEVELOPMENT INNOVATION VENTURES IN ACTION



VisionSpring: Envisioning Affordable Eye Care for All

📍 \$585,300 | Stage 2: Testing at Scale | Global Health | India

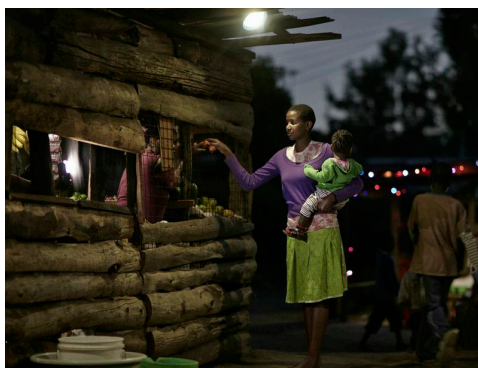
It is estimated that uncorrected vision results in \$202 billion in lost productivity to the global economy. Yet, 544 million people around the world could have their vision restored with a simple pair of reading glasses. VisionSpring reaches base of the income pyramid (BoP) customers in rural and peri-urban areas through outreach efforts that provide vision screenings and access to affordable glasses. Its unique business model supports the sale of glasses to the poorest customers (a target 70 percent of all customers) with revenue from higher-priced products sold to wealthier customers to engage in their children's learning.



Eco-Fuel Arica: Agricultural Waste to Fuel Efficient Cooking Fires

📍 \$100,000 | Stage 1: Proof of Concept | Uganda

The vast majority of Ugandans cook their food over a wood or charcoal fire that, in addition to causing chronic illness and death from smoke, also contributes to the decimation of Uganda's forests. Eco-fuel Africa invented a simple, manual machine that converts agricultural waste into fuel briquettes that burn longer, cleaner and are 20 percent cheaper than wood fuel. With DIV funding, Eco-fuel Africa has begun mass manufacturing the Eco-fuel Press Machines, leasing the machines to local unemployed women and youths in slums and villages, and training them to launch clean-energy micro-businesses. Not only will disadvantaged groups develop new entrepreneurial skills, but their communities will also benefit from cleaner, cheaper energy.



Off-Grid Electric Tanzania: mPowering Off-Grid Consumers

📍 \$100,000 | Stage 1: Proof of Concept | Energy | Tanzania

Traditional rural electrification programs have typically relied on grid extension or distribution of solar home systems and lanterns. While important, these solar lanterns and solar home systems are plagued by distribution challenges, service challenges, and high upfront costs which present a huge risk to the populations they serve: the customer must be able to spend anywhere from one month to one year's income on a device that they are personally unable to fix. Off-Grid Electric Tanzania Ltd. will test and implement pre-paid electricity via mobile banking in Arusha, Tanzania, to enable consumers to pre-pay for energy in small increments and use automated payments to control costs, dramatically reducing consumer risk and improving consumer services.



Georgetown University: Putting Passengers in the Driver's Seat

📍 \$291,154 | Stage 2: Testing at Scale | Multi-sector | Kenya

In the next 20 years, Africa's deaths from road accidents are set to be double those from malaria, and already cost the African continent \$10 billion annually. A pair of Georgetown researchers is testing whether encouraging passengers to chide dangerous drivers will help reduce the prevalence of these accidents. The project uses simple messaging on stickers placed in the cabins of Kenya's notoriously dangerous minibuses to encourage passengers to "Speak up!" against dangerous driving. The researchers' previous pilot study showed striking results in a randomized control trial: compared to buses without stickers, buses with stickers saw road accident insurance claims involving injury or death drop by two-thirds, saving many lives for an average of only \$7 per disability-adjusted life year.

DEVELOPMENT INNOVATION VENTURES PORTFOLIO

100+

TOTAL DIV
INVESTMENTS

60%

STAGE ONE's

PROOF OF
CONCEPT

39%

STAGE TWO's

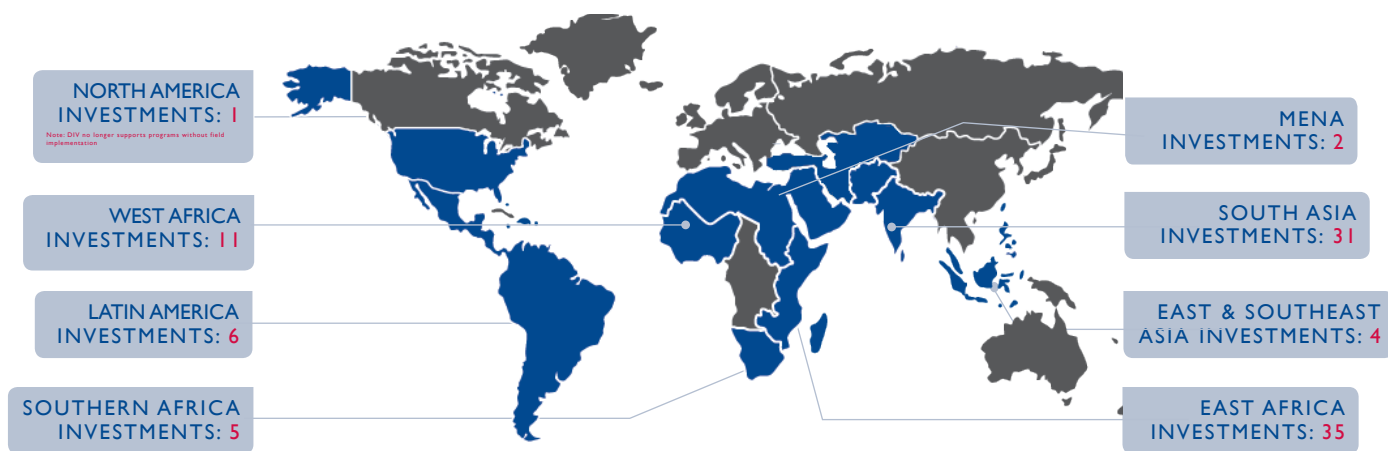
TESTING
AT SCALE

1%

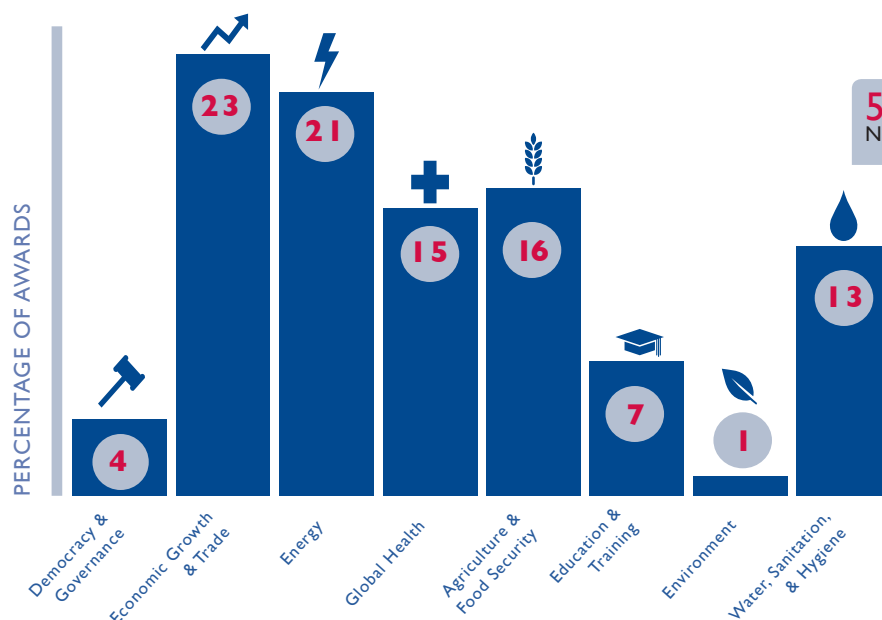
STAGE THREE

WIDESPREAD
IMPLEMENTATION

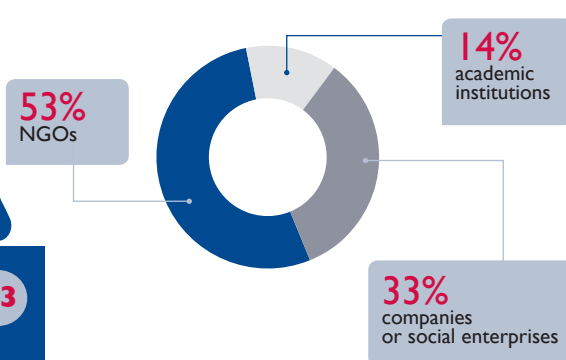
BREAKDOWN BY REGION



BREAKDOWN BY SECTOR



TYPES OF AWARDEES



APPLICATION PROCESS



6,000 PROPOSALS HAVE BEEN
SUBMITTED SINCE 2010



66% OF APPLICANTS ARE
NEW TO USAID

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